

THE TRANSPORTATION LINK

Federal Aviation Administration
Federal Highway Administration

Federal Motor Carrier Safety Administration
Federal Railroad Administration

Federal Transit Administration
Maritime Administration

National Highway Traffic Safety Administration
Research & Special Programs Administration

St. Lawrence Seaway Development
Transportation Security Administration

U.S. Coast Guard
Office of The Secretary

Vol. 10 No. 2

February 2003



Sean M. Moss
Director of the
Office of Small and
Disadvantaged
Business Utilization

In this edition of our newsletter we are proud to report that TSA met the Congressional deadlines for baggage screening to better protect airports and air travelers. This important milestone was achieved with the support and resources of large and small businesses. We would like to express our appreciation to everyone who worked together to make this possible. Congratulations TSA for a job well done!

February is Black History Month. In recognition, we are featuring a very informative web site provided by the University of Colorado at Boulder. This site provides access to a cross-section of information pertaining to African American history and culture. We hope you will be able to take the time to explore it.

This month we are featuring TW & Company as our success story. Their work in the field of security recently earned them an award from the U.S. Coast Guard. I was especially impressed with the additional services they provided during the September 11 crisis.

Lastly, I want to remind everyone that the SBA ProNet system has been integrated with the Department of Defense Central Contractor registration system. We recommend that you take the time to check your data, and be sure to update it annually.

Small Businesses Assist as TSA Meets Deadline for Screening all Checked Baggage

On December 31 the Transportation Security Administration (TSA) met their deadline for screening all checked baggage as Congress mandated in the Aviation and Transportation Security Act. Under Secretary of Transportation for Security Adm. James M. Loy said that "Meeting the 36th – and final – deadline that Congress set for the TSA is a huge accomplishment. With this additional layer of security in place, airports and air travelers are better protected than they have ever been."

The TSA worked with every airport to develop individual plans for screening all bags using methods set out in the legislation creating the TSA. This accomplishment reflected the commitment of thousands of Americans – federal employees, contractors and aviation industry representatives.

The Office of Small and Disadvantaged Business Utilization is proud to report that small businesses, including disadvantaged, women, HUBZone, veteran and service-disabled veteran-owned businesses have worked hand-in-hand with TSA's large prime contractors to help get the job done.

Prime contractors like Boeing, Lockheed Martin, Turner and others relied significantly upon their small business partners to successfully meet the Congressional deadlines. Small business involvement and participation was a key element in their performance plan, helping to satisfy the demanding technical, logistical and schedule requirements of the TSA program.

Preliminary figures available as of December 2002 show that TSA prime contractors have awarded more than \$675 million to small businesses or about 50% of the total subcontracted dollars. Further breakdown of this figure show \$133 million going to small disadvantaged businesses, \$34 million to women-owned businesses and \$62 million going to veterans and service-disabled veterans. These achievements are remarkable considering the expediency and stringent security requirements of the tasks.

"I can't imagine how Lockheed Martin could have successfully performed this contract without our small business teammates," commented John Zuccaro, Lockheed Martin's Small Business Liaison. "Small businesses provided tremendous value and flexibility to the overall performance effort, contributing greatly to the success of the TSA program."

The same sentiment was evidenced by Boeing's small business program which was recognized during the DOT Minority Enterprise Development (MED) week ceremony.



continued on page 2

OSDBU

Office of Small
and Disadvantaged
Business Utilization

wants to hear from you! Call us toll-free at 1 800 532-1169 with questions or comments about this newsletter or our web site. The Transportation Link's content may be reprinted without permission.

Celebrating Black History on the Web

Celebrating *Black History on the Web* is the title of a very informative web site on the University of Colorado at Boulder library web site. Located at <http://www-libraries.colorado.edu/ps/gov/us/blackhistory.htm>, this site lists hyperlinks to a broad variety of black history resources in the following categories.

Almanacs

This section includes an almanac of black history searchable by date or word as well as online trivia quizzes and folk tales.

Biography

Access to a wide variety of biographical information on black musicians, baseball players, scientists, authors and more is provided.

Demographics

Detailed information from the 2000 census is available.

History

This extensive section includes hyperlinks to information on African American inventors, the Civil War, genealogy sites, Freedman's Bureau records, historic sites of the Civil Rights movement, U.S. Postal Service stamps highlighting black history, and much more.

Literature

Manuscripts and published works of famous African Americans as well as the Quarterly Black Review Online are featured.

Online exhibits

Hyperlinks to a National Park Service tour of the Underground Railroad, online museum exhibits, and a Mount Vernon exhibit entitled *George Washington and Slavery* are included.

Slave narratives

This section includes slave narratives from a collection of sources.

Supreme Court Decisions

Instructions on how to access Supreme Court decisions pertaining to black history issues are included in this last section.



continued from page 1

More information on DOT subcontracting programs and prime contractors can be obtained at <http://osdbuweb.dot.gov/business/procurement/subcontract.html>. Listed by Operating Administration are DOT prime contractors that have a subcontracting plan, contact information for that prime contractor, and a brief summary of the contract. Also included is contact information for the Operating Administration's Small Business Specialist.



TW & Company - A Young Firm Off to a Secure Start!

Ms. Tanya Walker is a young woman who saw a business opportunity and ran with it. While she was a math major in college, she worked for two government contractors who specialized in document analyzing and building management. She became very interested in the field of security and recognized that there were not many women in the field.

When she graduated from college in 1998, with the support of her family she started TW & Company. Initially her focus was to gain commercial experience with building management and security at apartment complexes.

Next, Ms. Walker decided to pursue government contracts. When she received her 8(a) certification, her Small Business Administration (SBA) Business Opportunity Specialist advised her to pursue opportunities that tend to have an 8(a) orientation and are frequently combined with security - such as janitorial services, food services, ground maintenance, and ground transportation. Shortly thereafter TW & Company got their first contract with the U.S. Coast Guard and they have continued to grow ever since.



In 1998 when the company began, they had two employees with gross revenues of \$60,000. Last year they had 270 employees with gross revenues of \$4.8 million dollars.



Richard Freethey, Tanya Walker, and Secretary Mineta

As an emerging company, TW & Company has had a great deal of success. For example, they recently were awarded a Minority Enterprise Development (MED) Week award from the U.S. Coast Guard for their work on several security guard contracts, both armed and unarmed. The Coast Guard reports that "TW & Company, Inc., has been a consistent performer, providing good, quality service at a fair and reasonable price" and that "TW responds quickly to issues before they become problematic."

TW & Company was recognized by the Coast Guard for the additional guard services they provided during the September 11 crisis. They swiftly and willingly provided these services at ISC Boston and Loran Support Unit Wildwood without hesitation - taking on this additional work with a sense of patriotic duty.

Their determination and commitment was also evident when they were requested to be available to provide services at a moments notice on a new

contract. The Coast Guard appreciated that TW responded with "diligence and perseverance" in preparation for this new security services effort.

TW & Company has also performed work for the Executive Office of the President, the U.S. Department of Commerce, the White House Service Delivery Team, and the Washington Monument/ White House Tours.

When asked about her success, Ms. Walker stresses that the 8(a) and HubZone programs provided her with great opportunities for gaining knowledge through the various classes, meetings with business opportunity specialists, orientation sessions, and

the mentor program. She also points out however that the contracts are not "out there" waiting to fall into your lap. You have to market your business and make yourself known.

The goals of TW & Company now are to compete for, and win larger federal contracts; compete with the nationally known security companies; and to expand into the information technology (IT) security field. When asked what advice she would give other firms she says, "Go slow and structure yourself. Know your limitations and don't grow for the sake of getting big. Otherwise you will fail."

For more information on TW & Company, you can contact them by phone at (301) 565-5410, fax them at (301) 565-5421, e-mail them at damerontw@aol.com or view their web site at <http://www.twandcompany.com>.

Merger of Pro-Net with CCR

Effective December 17, 2002, the SBA Pro-Net database was integrated with the Central Contractor Registration (CCR) System. You can access information on this merger at <http://pro-net.sba.gov/ccrnotification.htm>.

SBA/PRO-Net has tried to "match" as many PRO-Net records with CCR records as possible to make integration of the two systems as simple as possible. To do this, they used common data elements such as DUNS Numbers. But, you should check PRO-Net to see if your firm's record is present and correct.

Included in this announcement are instructions on what to do if:

- Your firm was registered in PRO-Net, but not registered in CCR.
- Your firm was registered in PRO-Net and CCR.
- Your firm was registered in CCR, but not registered in PRO-Net.

As a result of this merger, you will update your firm's PRO-Net Profile by entering information in the CCR and PRO-Net web pages. Please note that in the future, you must update your PRO-Net Profile on the same schedule that you update your CCR record - annually.

You can access PRO-Net at <http://pro-net.sba.gov/>.

UPCOMING CALENDAR OF EVENTS FOR 2003

DATE	EVENT	CONTACT
Feb 18-21	National center for American Indian Enterprise Development 16th Annual Reservation Economic Summit and American Indian Trade Show, Las Vegas, NV	Shirley Dichirico 800-462-2433 ext. 228 ncaiedbig@aol.com
Feb 23-25	"Marketing to State Governments" sponsored by National Association of State Procurement Officials Dallas, TX	http://www.naspo.org
Feb 27 - March 1	National Small Business United's 2003 Small Business Congress Washington, DC	http://www.nsbu.org 800-345-6728
March 3-5	JPL/NASA 15 th Annual High-Tech Small Business Conference Los Angeles, CA	http://acquisition.jpl.nasa.gov/boo/2003Hightechinterest.pdf 818-354-7702
March 4-5	U.S. Chamber of Commerce and SBA Matchmaking Event Orlando, FL	http://www.uschamber.com/events/matchmaking
March 18	Alliance Mid-Atlantic Opportunities for Small Business Philadelphia, PA	http://www.allianceforbiz.com
April 8-9	U.S. Chamber of Commerce and SBA sponsor Matchmaking Event Houston, TX	http://www.uschamber.com/events/matchmaking
April 23	13 th Annual OSDDBU Procurement Conference Upper Marlboro, MD	http://www.treas.gov/sba/osdbu Bob Jeffers 800-878-2940 X226 bj1@fbcdub.com

<http://osdbuweb.dot.gov>

US Department of Transportation
Office of the Secretary of Transportation
Base Technologies, Inc.
1749 Old Meadow Road
Suite 500
McLean, VA 22102
Forwarding Service Requested